



What are Productivity Information Exchange (PIE) Sessions?

The WCMA is partnering with the Wood Moulding & Millwork Producers Association (MMPA) for a combined 2019 Fall Tech Ed & Plant Tour Event, in New Orleans, LA, September 22 – 25. Active WCMA Technology Partners will have an opportunity to host Productivity Information Exchange (PIE) sessions on Tuesday, September 24, from 8:00 am – 4:00 pm. This is an excellent opportunity for your company to meet one-on-one with decision makers from wood component, dimension, moulding & millwork manufacturing companies, and share productivity solutions in a focused learning environment.

How do PIE appointments work?

As a Tech Partner, you must register by June 21 to participate. You will then be asked to submit a synopsis of a general information session that you will cover, or topics you specialize in to help educate our members. When registration for manufacturing members opens, your company's generic topic and types of solutions offered will be listed. Manufacturing members will then have the option of scheduling a PIE appointment with you. You are guaranteed to have at least 2 appointments scheduled.

Appointments will be held in the Tech Partner company suites and are approximately 45 minutes in length. Attendees may elect the topics they would like to have covered, or solutions they would like you to help them solve during their private vendor consultation. This gives Tech Partner companies an opportunity to develop a personalized learning environment for each appointment by researching the topic and putting together a PowerPoint or written outline for the manufacturer.

Additional Information

This appointment does not allow "selling" by the Tech Partner until the last few minutes of the appointment and should focus on educating manufacturing attendees on solutions to their problems. This is a solutions-based program where the Tech Partner is able to show the manufacturer how they may resolve issues at their plants with new equipment, processes, etc.

Need more information?

We will be hosting a conference call with Tech Partners to give you a chance to ask questions and learn how valuable these sessions will be for your company. Please [click here](#) to indicate your availability for the conference call.